## Message Text

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**ACTION OPIC-06** 

INFO OCT-01 EUR-12 ISO-00 AID-05 EB-07 TRSE-00 AGR-05 L-03

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PASS OPIC FOR ACTION

E.O. 11652: N/A

TAGS: BBAK, BENC, BTIO, YO

SUBJECT: POSSIBLE U.S. JOINT VENTURE IN CROATIA - SAVACEL

REF: ZAGREB A-79, 7/28/75

1. REPRESENTATIVES OF THE YUGOSLAV FIRM, JUGOTURBINA-COMMERCE, AND U.S. JOINT VENTURE PARTNER, ENGINEERS INTERNATIONAL CORPORATION, HAVE INFORMED CONGEN THAT YUGOSLAV AUTHORITIES HAVE GIVEN APPROVAL FOR CONSTRUCTION OF MAJOR PULP MILL IN CROATIA.

KNOWN AS "SAVACEL", THE PLANT WILL BE LOCATED AT JASENOVAC, ON THE SAVA RIVER. PLANT WILL PRODUCE 150,000 TONS OF BLEACHED PULP ANNUALLY, WITH LARGE PART DESTINED FOR EXPORT. ESTIMATED VALUE OF PLANT IS DOLS 150 MILLION. U.S. FIRM, RUST ENGINEERING, WILL REPORTEDLY SUPPLY MAJOR PORTION OF EQUIPMENT. SAVACEL HAD BEEN IN COMPETITION WITH SIMILAR FRENCH-BACKED PROJECT PLANNED FOR DRAVA RIVER, KNOWN AS "DRAVACEL". HOWEVER, WE ARE INFORMED THAT CROATIAN AUTHORITIES DECIDED IN FAVOR OF SAVACEL.

2. REP OF ENGINEERS INTERNATIONAL INFORMED US THAT MAJOR PORTION OF FINANCING (ABOUT DOLS 100 MILLION) WOULD BE OBTAINED FROM CONSORTIUM OF U.S. BANKS, HEADED BY GIRARUD INVESTMENT CORP. OF PHILADELPHIA. ENGINEERS INTERNATIONAL REPORTEDLY PLANS TO LIMITED OFFICIAL USE

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INVEST DOLS 10-12 MILLION OF ITS OWN FUNDS IN THE PROJECT.

ENGINEERS INTERNATIONAL REP ALSO STATED THAT OPIC WOULD ALSO TAKE ON SHARE OF FINANCING.

3. WE WOULD APPRECIATE LEARNING WHETHER OPIC HAS ANY PLANS TO PARTICIPATE IN FINANCING OF SAVACEL PROJECT, AS WELL AS GENERAL BACKGROUND INFORMATION ON ENGINEERS INTERNATIONAL CORPORATION (950 WELLINGTON ROAD, ELKINS PARK, PENNSYLVANIA, 19117). YUGOSLAV SOURCES HAVE INQUIRED ABOUT ENGINEERS INTERNATIONAL, WHICH HAS BEEN ACTIVE IN JOINT VENTURES IN YUGOSLAVIA. KAISER

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To: STATE

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